

March 15, 2023



Maryland

GOVERNOR'S OFFICE  
OF SMALL, MINORITY & WOMEN  
BUSINESS AFFAIRS

Ready, Set, GROW!

**PROCUREMENT  
CONNECTIONS WORKSHOP**

*Welcome!*

**VIRTUAL**



**Pamela Gregory**  
Chief of Staff

**Tanita Johnson**  
SBR Compliance Manager

**Eduardo D. Hayden**  
Small Business Outreach Manager

[www.gomds-smallbiz.maryland.gov](http://www.gomds-smallbiz.maryland.gov)

## Coordinating Team

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**Alison Tavik**  
Director of Communications & Outreach

**Karen Reyes**  
MBE Compliance Manager

# Procurement

## OVERVIEW

[www.gomdsmallbiz.maryland.gov](http://www.gomdsmallbiz.maryland.gov)

# Governor's Office of Small, Minority & Women Business Affairs

Connect small businesses to  
greater economic opportunities.



Oversight, monitoring, and compliance of three **socioeconomic procurement programs** across 70 state agencies and departments.



Conduct a statewide outreach & training program.



Host online resources for small business growth and development.

# State Socioeconomic Procurement Programs

## Small Business Reserve (SBR) Program

- Prime contracting program
- 15% set-aside
- Race and gender neutral
- State-defined small business eligibility standards apply
- Online certification process (eMMA)
- Annual renewal

## Minority Business Enterprise (MBE) Program

- Subcontracting program
- 29% aspirational goal
- Race and gender specific
- Application-based certification process with MDOT
- Annual renewal

## Veteran-Owned Small Business Enterprise (VSBE) Program

- Subcontracting program
- 1% aspirational goal
- 3-step online certification process (eMMA) includes **verification** of veteran status
- Annual renewal

*MBEs and VSBEs are encouraged to perform as prime contractors.*

# Certification



- Not a requirement for doing business with the State
- Does not eliminate competition
- Not a guarantee



- Only the work of certified firms can be counted toward an established contract goal
- Important component of your Value Proposition

# State Contracting Pipeline



eMaryland Marketplace  
Advantage (eMMA)



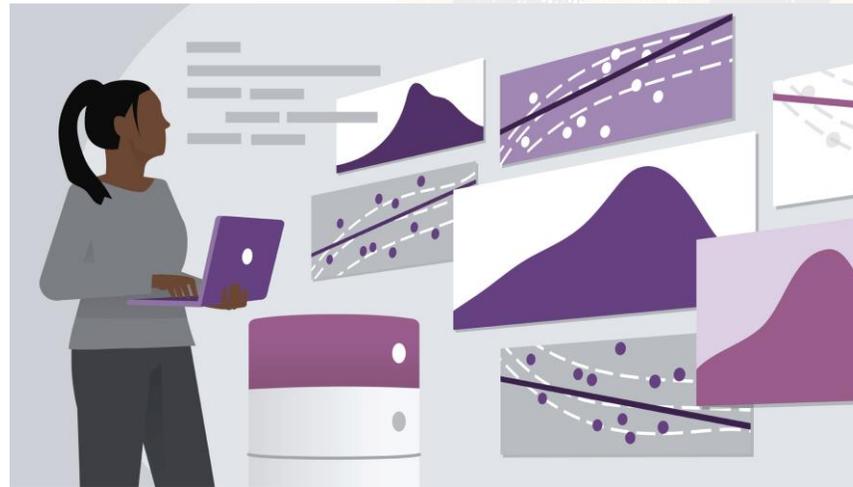
Procurement Forecast



Board of Public Works

# What is Data Mining?

The process of searching out and extracting usable data from a larger data set for the purpose of finding patterns and correlations.



The information can be used to increase revenues, cut costs, improve customer relationships, reduce risk, and more.

# Data Mining

## Prime Contractors

- Competitors
- Pricing
- Contracting cycles
- Purchasing agencies
- Purchasing officers



## Sub Contractors

- Primes who win state contracts
- Contracting cycles
- Socioeconomic program inclusion
- Purchasing agencies



# eMaryland Marketplace Advantage

All solicitations over \$15,000 must be publicly posted (advertised) on eMaryland Marketplace Advantage (eMMA).

Welcome to eMaryland Marketplace Advantage (eMMA)



**emma**  
eMaryland Marketplace Advantage

**eMMA** is Maryland's new online procurement platform used to connect the vendor community with contracting opportunities from state, county, and local government entities. Registered vendors will receive notices of bid opportunities, can submit bid responses online, and may obtain bid results online.

Qualified vendors may also complete the self-certification process for the Small Business Reserve (**SBR**) Program and Veteran-owned Small Business Enterprise (**VSBE**) Program.

**eMMA** facilitates an open, transparent, and efficient procurement process. We look forward to doing business with you!

Additional information can be found in the [Frequently Asked Questions](#) and [Quick Reference Guides](#). Any questions please contact the eMMA Help Desk at [eMMA\\_helpdesk@maryland.gov](mailto:eMMA_helpdesk@maryland.gov).

LOGIN <https://emma.maryland.gov/>

Login\*

Email / Username

Password\*

Login

State SSO Login (login.md.gov) MDOT SSO Login(MSAzure)

Lost your password?

 New Vendor? Register Now

 Public Solicitations

 Public Contracts

 Vendor Search

# eMaryland Marketplace Advantage



[New Vendor? Register Now](#)



[Public Solicitations](#)



[Public Contracts](#)



[Vendor Search](#)

# eMaryland Marketplace Advantage

The screenshot shows the 'Public Solicitations' search page on the emma website. The search criteria are as follows:

- Keywords:** SERVICES
- Status:** Open
- Advanced Search:**
  - SBR Designation:**
  - MBE Goal:**
  - VSBE Goal:**

The filter bar at the bottom shows: Filters Status: Open Keywords: SERVICES SBR Designation:

A dropdown menu titled 'Status' is shown, with the following options:

- Open
- Open
- Closed
- Responses Opened

# eMaryland Marketplace Advantage

Product & Service Codes

Issuing Agency

Bidders List

ID	Title	Status	Due / Close Date	Publish Date UTC-5	Main Category	Solicitation Type	Issuing Agency	Bid Holders List	eMM ID
BPM032702	<a href="#">State Lead Abatement Services - S00R360006</a>	Open	3/20/2023	3/8/2023 5:45:28 PM	Lead based paint abatement or encapsulation	RFP: Double Envelope Proposal	Department of Housing & Community Development	<a href="#">View</a>	
BPM036256	<a href="#">Third Party Environmental Compliance Audit</a>	Open	4/4/2023	3/7/2023 5:04:48 PM	Environmental auditing	RFP: Double Envelope Proposal	Maryland Department of Transportation	<a href="#">View</a>	
BPM036256	<a href="#">COMMUNITY COLLEGE AND VARIOUS PROJECT IN DCE</a>	Open	3/20/2023	3/6/2023 3:01:23 PM	Architectural engineering	RFP: Double Envelope Proposal	Department Of General Services	<a href="#">View</a>	
BPM036248	<a href="#">KETURF26</a>	Open	3/27/2023	3/6/2023 1:54:42 PM	Mowing services	Request for Quote	SHA-DISTRICT 2-CHESTERTOWN		
BPM032569	<a href="#">SW-BOTTLE WATER SERVICES</a>	Open	3/20/2023	3/6/2023 7:22:21 AM	Food and beverage dispensing equipment	IFB: Invitation for Bid	Department Of General Services		
BPM036222	<a href="#">On-Call Furniture and Millwork Services 23-049</a>	Open	3/23/2023	3/3/2023 4:15:26 PM	Molding and millwork	Public Notice	Stadium Authority		
BPM036217	<a href="#">KEFFENCE25</a>	Open	3/23/2023	3/3/2023 2:40:32 PM	Fence construction service	Request for Quote	SHA-DISTRICT 2-CHESTERTOWN		
BPM036202	<a href="#">Notice to Physical Therapists</a>	Open	3/17/2023	3/3/2023 11:19:20 AM	Healthcare Services	IFB: Invitation for Bid	Arundel Community Development Services, Inc.		
BPM036168	<a href="#">On-Call Structural Steel Painting Services SBR 23-031</a>	Open	3/22/2023	3/2/2023 8:43:03 AM	Commercial Painting Services	Public Notice	Stadium Authority		
BPM036152	<a href="#">TATOWING23-V2</a>	Open	3/21/2023	3/1/2023 12:49:31 PM	Product and material transport vehicles	Request for Quote	SHA-DISTRICT 2-EASTON		
BPM036141	<a href="#">On-Call General Plumbing Services 23-038</a>	Open	3/22/2023	2/28/2023 5:29:01 PM	Building and facility maintenance and repair services	Public Notice	Stadium Authority		
BPM036138	<a href="#">MAA-MC-24-015 Sign and Graphic Services at BWI &amp; MTN</a>	Open	4/4/2023	2/28/2023 4:38:57 PM	Art design or graphics	Public Notice	Maryland Aviation Administration		
BPM036132	<a href="#">On-Call General Trades Services 23-032</a>	Open	3/21/2023	2/28/2023 4:04:11 PM	Specialty building and trades services	Public Notice	Stadium Authority		
BPM036092	<a href="#">On-Call Services -Repairs and Replacement of Caulking and Expansion Joints MSA Project No. 23-015</a>	Open	3/21/2023	2/27/2023 2:54:58 PM	PIPE EXPANSION JOINTS	Public Notice	Stadium Authority		
BPM036079	<a href="#">MDOT MVA GLEN BURNIE Landscaping Services</a>	Open	3/20/2023	2/27/2023 12:22:59 PM	Landscaping services	IFB: Invitation for Bid	Motor Vehicle Administration		
BPM036055	<a href="#">D1LSCAPE23 - MDOT SHA District 1 Office landscape and mowing services</a>	Open	3/14/2023	2/24/2023 11:38:07 AM	Mowing services	Request for Quote	State Highway Administration	<a href="#">View</a>	
BPM036047	<a href="#">SOHNDMW23 - roadside handmowing services- MDOT/SHA Somerset County</a>	Open	3/14/2023	2/24/2023 9:30:33 AM	Mowing services	Request for Quote	State Highway Administration	<a href="#">View</a>	
BPM036045	<a href="#">SO413MOW23 - Landscape and Mowing Services - MDOT/SHA Somerset County</a>	Open	3/14/2023	2/24/2023 9:11:24 AM	Mowing services	Request for Quote	State Highway Administration	<a href="#">View</a>	
BPM035982	<a href="#">WOTRCMO23 - Tractor Mowing Services for MDOT/SHA in Worcester County</a>	Open	3/22/2023	2/22/2023 10:20:59 AM	Mowing services	Request for Quote	State Highway Administration		
BPM035877	<a href="#">HVAC SERVICES AT VARIOUS LOCATIONS IN CAROLINE, CECIL, KENT, QUEEN ANNE'S, AND TALBOT COUNTIES</a>	Open	3/20/2023	2/15/2023 2:26:47 PM	Heating and cooling and air conditioning HVAC installation and maintenance service	IFB: Invitation for Bid	State Highway Administration		
BPM035845	<a href="#">Unarmed Security Services to The Prince George's County Materials Recovery Facility</a>	Open	3/14/2023	2/14/2023 12:40:06 PM	Security guard services	IFB: Invitation for Bid	Maryland Environmental Service - Procurement Division		
BPM035622	<a href="#">DOHNDMO23 - Roadside handmowing and Litter Pickup- MDOT/SHA Dorchester County</a>	Open	3/19/2023	2/3/2023 7:58:40 AM	Mowing services	Request for Quote	State Highway Administration	<a href="#">View</a>	
BPM032537	<a href="#">Public Safety Baltimore Regional Pest Control Services</a>	Open	3/21/2023	2/14/2023 2:12:33 PM	Pest control	IFB: Invitation for Bid (w/ Min Quals)	Department of Public Safety and Correctional Services		
BPM031241	<a href="#">On-Call General Electrical Services 23-012</a>	Open		8/31/2022 10:25:13 AM	Building and Facility Construction and Maintenance Services	Public Notice	Stadium Authority		
BPM025893	<a href="#">NOTICE OF AWARD, BCCC SHREDDING SERVICES</a>	Open	10/14/2021	10/14/2021 11:09:27 AM	Document destruction services	Request for Quote	Baltimore City Community College		

25 Result(s)

25 results

# eMaryland Marketplace Advantage

Title	ID	Alternate ID	Lot #	Round #	Status	Due / Close Date (EST)	Due / Close Date (EST)
Third Party Environmental Compliance Audit	BPM036256	V-HQ-23034-S	1	1	Open	Apr 4 2023 2:00PM	Apr 4 2023 2:00PM

**Solicitation Type**  
RFP: Double Envelope Proposal

**Main Category**  
Environmental Services

**Issuing Agency**  
Maryland Department of Transportation

**Procurement Officer / Buyer**      **Email**  
Norma1 HUMPHRIES      nhumphries@mdot.state.md.us

**Solicitation Summary**  
The MDOT MVA is issuing this Request for Proposals (RFP) to provide Third-Party Environmental Auditing Services in support of the Agency's Environmental Management System (EMS).

**Pre-Bid Conference Date (EST)** ←  
Mar 15 2023 2:00PM

**Pre-Bid Conference Details** ←  
Pre-Proposal Conference will be held via Microsoft Teams.  
Instructions are located in RFP.

**Small Business Reserve Designation**  
Yes

**Procurement Program Participation Goals** ←

**Attachments**

Title	Type	Att.	Last Modified on UTC-5	Creation Date UTC-5	Validity End Date
Request for Proposal (RFP) for Third Party Environmental Compliance Audit	Technical Documents (Approved)	VHQ230345 - Third Party Environmental Compliance RFP.pdf	3/7/2023 4:59:40 PM	3/7/2023 4:59:40 PM	

# eMaryland Marketplace Advantage



[New Vendor? Register Now](#)



[Public Solicitations](#)

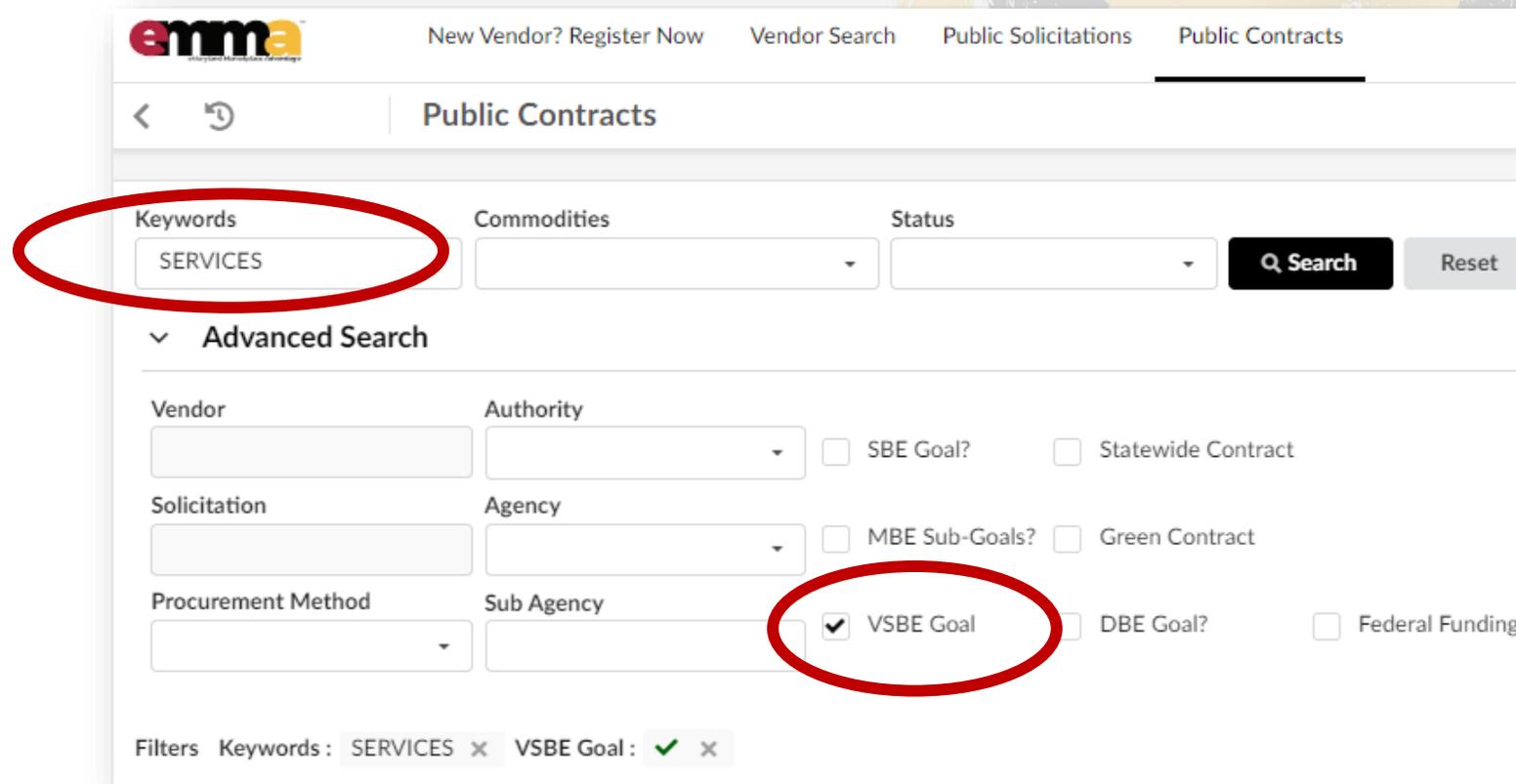


[Public Contracts](#)



[Vendor Search](#)

# eMaryland Marketplace Advantage



The screenshot shows the Emma Public Contracts search interface. At the top, there are navigation links: "New Vendor? Register Now", "Vendor Search", "Public Solicitations", and "Public Contracts". Below this is a breadcrumb trail: "< Public Contracts".

The main search area includes:

- Keywords:** A text input field containing "SERVICES", which is circled in red.
- Commodities:** A dropdown menu.
- Status:** A dropdown menu.
- Search:** A black button with a magnifying glass icon and the text "Search".
- Reset:** A grey button with the text "Reset".

Below the main search area is an "Advanced Search" section with a dropdown arrow. It contains several filter fields and checkboxes:

- Vendor:** A text input field.
- Authority:** A dropdown menu.
- SBE Goal?
- Statewide Contract
- Solicitation:** A text input field.
- Agency:** A dropdown menu.
- MBE Sub-Goals?
- Green Contract
- Procurement Method:** A dropdown menu.
- Sub Agency:** A text input field.
- VSBE Goal (circled in red)
- DBE Goal?
- Federal Funding

At the bottom, there is a "Filters" section showing the active filters: "Keywords: SERVICES x" and "VSBE Goal: ✓ x".

# eMaryland Marketplace Advantage

Keywords: SERVICES Commodities: Status:

> Advanced Search

Filters Keywords: SERVICES x VSBE Goal:  x

Code	Contract Title	Vendor	Contract Type	Effective Date	Expiration Date	Publish Date	Public Solicitation ID
CTR012317	<a href="#">Telecomm PBX Servers &amp; ISI Cloud Services, IVR Maintenance</a>	NEC CORPORATION OF AMERICA	Individual	2/23/2023	2/22/2027	2/16/2023	
CTR012157	<a href="#">Internal Auditing Services</a>	BD & COMPANY	Individual	2/1/2023	1/31/2026	2/1/2023	BPM024361
CTR008546-2	<a href="#">FLEXIBLE SPENDING ACCOUNTS (TPA/FSA) Amendment #2</a>	P & A ADMINISTRATIVE SERVICES INC	Master Without Secondary Competition	1/1/2017	12/31/2023	1/10/2023	BPM033468
CTR011779	<a href="#">DENTAL PLAN ADMIN AND INSURANCE SERVICES</a>	DELTA DENTAL OF PENNSYLVANIA	Secondary Level Agreement	1/1/2020	12/31/2024	12/22/2022	BPM034521
CTR011779	<a href="#">DENTAL PLAN ADMIN AND INSURANCE SERVICES</a>	DELTA DENTAL OF PENNSYLVANIA	Secondary Level Agreement	1/1/2020	12/31/2024	12/22/2022	BPM034521
CTR011778	<a href="#">DENTAL PLAN ADMIN AND INSURANCE SERVICES</a>	UNITED CONCORDIA COMPANIES INC	Secondary Level Agreement	1/1/2020	12/31/2024	12/22/2022	BPM034708
CTR011778	<a href="#">DENTAL PLAN ADMIN AND INSURANCE SERVICES</a>	UNITED CONCORDIA COMPANIES INC	Secondary Level Agreement	1/1/2020	12/31/2024	12/22/2022	BPM034708
CTR011777	<a href="#">DENTAL PLAN ADMIN AND INSURANCE SERVICES</a>	UNITED CONCORDIA COMPANIES INC	Secondary Level Agreement	1/1/2020	12/31/2024	12/22/2022	BPM034832
CTR011777	<a href="#">DENTAL PLAN ADMIN AND INSURANCE SERVICES</a>	UNITED CONCORDIA COMPANIES INC	Secondary Level Agreement	1/1/2020	12/31/2024	12/22/2022	BPM034832
CTR011776	<a href="#">DENTAL PLAN ADMIN AND INSURANCE SERVICES</a>	DELTA DENTAL OF PENNSYLVANIA	Secondary Level Agreement	1/1/2020	12/31/2024	12/22/2022	BPM034832

1 2 3 4 5 6 7 > More than 150 Result(s)

# eMaryland Marketplace Advantage

**emma** New Vendor? Register Now Vendor Search Public Solicitations Public Contracts

Public Contract: CTR012317 - Telecomm PBX Servers & ISI Cloud Services, IVR Mai...

Contract Title	Effective Date	Contract ID	Alternate ID
Telecomm PBX Servers & ISI Cloud Services, IVR Maintenance	2/22/2023	CTR012317	
<b>Vendor</b> NEC CORPORATION OF AMERICA	<b>Expiration Date</b> 2/21/2027		
<b>Contract Type</b> Individual			
<b>Contract Amount</b> 1,458,947.00	USD		
<b>Procurement Officer / Buyer</b> Darica LAWSON		<b>Email</b> DLawson@mdot.state.m...	
<b>Linked Solicitation</b> Statewide Contract			
<b>Federal Funding</b>			
<b>Green Contract</b>			
<b>VSBE Goal</b> Yes			
<b>Contract Scope</b>			
<b>Organizations</b> Maryland Transit Administration			
<b>Commodities</b> Telecommunication Services			
<b>Documents</b>			

# In Summary

- Socioeconomic Procurement Programs
  - Small Business Reserve (SBR)
  - Minority Business Enterprise (MBE) Program
  - Veteran-Owned Small Business Enterprise (VSBE) Program
- Certifications – not required
  - Important component of your “Value Proposition”
- 3 Pipelines & value of Mining Public Data
  - eMMA
  - Procurement Forecast
  - Board of Public Works

# Videos & Slide Decks

[www.goMDsmallbiz.maryland.gov](http://www.goMDsmallbiz.maryland.gov)

The screenshot shows the website's header with a search bar and navigation links: Home, MBE PROGRAM, SBR PROGRAM, VSBE Program, RESOURCES, and PROCUREMENT FORECAST. The main content area features a central banner with a green sign that says "Opportunity" with an upward arrow, set against a background of the Maryland state flag. Below the sign, it says "Join Maryland's Small Business Reserve (SBR) Program today." To the left is a sidebar with "Quick Links" including About Us, FAQs, Legislation and Policy, Outreach, News, Reports, and Contact Us. To the right is a "MINING PUBLIC DATA" section, which is highlighted with a red rounded rectangle. This section lists resources for eMaryland Marketplace Advantage (eMMA), Procurement Forecast, Board of Public Works, and Communicating with Confidence, each with links for Video and Slide Deck. Above this section is an "Attention SBR & VSBE Vendors" notice and a "TOP WEBSITE PICKS" list.

Enter search term

Home MBE PROGRAM SBR PROGRAM VSBE Program RESOURCES PROCUREMENT FORECAST

GOVERNOR'S OFFICE OF  
Small, Minority & Women Business Affairs

GOVERNOR'S COORDINATING OFFICES HOME

Quick Links

- About Us
- FAQs
- Legislation and Policy
- Outreach
- News
- Reports
- Contact Us

SBR PROGRAM REPORTING TOOLKIT

MBE PROGRAM REPORTING TOOLKIT

VSBE PROGRAM REPORTING TOOLKIT

Attention SBR & VSBE Vendors  
If you are experiencing problems with certification or recertification in eMMA, call us for assistance at 410-697-9600.

TOP WEBSITE PICKS

- Expanding Opportunities Magazine
- eMaryland Marketplace Advantage (eMMA)
- Maryland Financial Incentives for Businesses
- Maryland Business Express
- Maryland Entrepreneur Hub
- SBR Liaisons
- MBE Liaisons
- VSBE Liaisons
- MBE Rights & Responsibilities
- FY2021 Customer Service Annual Report

MINING PUBLIC DATA

eMaryland Marketplace Advantage (eMMA)

- Video
- Slide Deck

Procurement Forecast

- Video
- Slide Deck

Board of Public Works

- Video
- Slide Deck

Communicating with Confidence

- Video
- Slide Deck

Join Maryland's Small Business Reserve (SBR) Program today.

[goMDsmallbiz.maryland.gov](http://goMDsmallbiz.maryland.gov)

# Agency Partners

OVERVIEWS

[www.gomdsmbiz.maryland.gov](http://www.gomdsmbiz.maryland.gov)



MARYLAND  
Department of Health

## MBE/SBR/VSBE Liaisons

### MBE/SBR/VSBE Liaisons

Janelle Robinson

MBE Liaison

410-767-3148

[janelle.Robinson@maryland.gov](mailto:janelle.Robinson@maryland.gov)

### *Procurement Officer*

Jim Beauchamp, Director

Office of Contract Management & Procurement

410-490-8000

[jim.beauchamp@maryland.gov](mailto:jim.beauchamp@maryland.gov)

March 15, 2023

# Formal Procurements

\$50,000+ at the state level

## Current Opportunities

Bid #	Buyer	Description	MBE/SBR Designated	Bid Opening Date
BPM03617 6	Littia Silver	Community Health Worker Advanced Skills Specialty Training - Resources and Materials Development	No	3/23/2023
BPM03512 2	Calvin Johnson	Administrative Services Organization for Maryland's Public Behavioral Health System	18% MBE 2% VSBE	3/31/2023
BPM03609 8	Littia Silver	Event Planning Services for Violence and Injury Prevention	No	3/20/2023

[www.gomdsmbiz.maryland.gov](http://www.gomdsmbiz.maryland.gov)

# Standard & Pipeline Purchases

## Small Procurements (less than \$25,000)

- § Catering Services
- § Laboratory Accessories
- § Promotional Items
- § Transcription/Court Reporting Services
- § Housekeeping/Janitorial Supplies
- § Medical/Rehab Supplies
- § Health Consultant Services
- § Computer Peripherals
- § Laboratory Equipment Maintenance
- § Tobacco Cessation Toolkits
- § Media Buys (TV, radio) to promote specific MDH programs
- § Health Consultant Services
- § Laboratory Testing Equipment
- § Health Staffing Services
- § Health Conference Facilities

## Large Procurements (greater than \$25,000)

- § Pharmacy System for State Hospitals
- § Satisfaction Surveys for MD Medical Assistance Programs
- § Compliance Audits for MD Managed Care Organizations
- § DDA Targeted Case Management Training
- § Springfield Hospital Center Nutritional Services
- § MD Perinatal Support Program
- § Laboratory Administration Courier Services
- § Potomac Center Speech Therapy Services
- § WIC Local Agency Clinics
- § RICA Dietary Services
- § External Quality Review of MD Managed Care Organizations
- § Youth Risk Tobacco Survey



MARYLAND DEPARTMENT  
OF TRANSPORTATION

STATE HIGHWAY  
ADMINISTRATION

March 15, 2023

## MBE/SBR/VSBE Liaisons

### MBE/SBR/VSBE Liaisons

Wanda Dade  
MBE/VSBE Liaison  
Director, Office of Equal Opportunity  
(410) 545-0327  
[wdade@mdot.maryland.gov](mailto:wdade@mdot.maryland.gov)

Kerrie Koopman  
SBR Liaison  
Deputy Director, Office of Procurement and Contract Management  
(240) 343-0002  
[kkoopman@mdot.maryland.gov](mailto:kkoopman@mdot.maryland.gov)

### Procurement Officer

Jada Wright  
Director, Office of Procurement and Contract Management  
(410) 545-0330  
[jwright18@mdot.maryland.gov](mailto:jwright18@mdot.maryland.gov)

### Division Chief

Joseph Johnson  
410-545-5711  
[jjohnson36@mdot.maryland.gov](mailto:jjohnson36@mdot.maryland.gov)

# Formal Procurements

\$50,000+ at the state level

## Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
BPM036436	Danielle PRESTON	Building and Construction Machinery and Accessories	DBE 8.0% (Federally Funded)	04/20/2023
BPM036437	Allen Jacobs	Building and Construction Machinery and Accessories	MBE 15% (State Funded)	04/20/2023
BPM036433	Cathy Woodard	Mowing Services	SBR	03/29/2023
BPM036377	Adam Smight	Cleaning Services for Parks and Outdoor Venues	SBR	03/27/2023

# Standard & Pipeline Purchases

- Small procurements: hand tools, heavy equipment replacement parts, safety shoes, portable toilet rental, janitorial services, armed/unarmed security, landscaping, pest control, elevator and HVAC maintenance/repair
- Architectural and engineering (A/E) consultant services
- Construction
  - Bridge rehabilitation/replacement
  - Cleaning/painting bridges
  - Roadway paving/patching
  - Interchange construction
  - Bicycle/pedestrian routes
  - Architectural and engineering (A/E) consultant services
  - Street/traffic light installation, maintenance, and repair

# Small Procurements Opportunities

## Procurement Opportunities Under \$50k.

- Mowing/Landscape
- Park N Ride Mowing & Litter
- Electrical Services
- Plumbing
- HVAC
- Janitorial Services
- On Call Hand Mowing Services
- Overhead Door Maintenance Service
- Pest Control Services
- Snow Removal
- Generator Maintenance
- Elevator Maintenance





# MBE/SBR/VSBE Liaisons

## MBE/SBR/VSBE Liaisons

Altha Weaver  
MBE & SBR Liaison  
[aweaver@mdstad.com](mailto:aweaver@mdstad.com)

## Procurement Officer

Lisa Johnson  
Compliance Manager  
[ljohnson@mdstad.com](mailto:ljohnson@mdstad.com)

TWITTER: [@MDSTADIUMAUTH](https://twitter.com/MDSTADIUMAUTH)

LINKEDIN: [MARYLAND STADIUM AUTHORITY](https://www.linkedin.com/company/maryland-stadium-authority)

March 15, 2023

# Small Procurements & Credit Card Purchases

MSA Procurement Policies and Procedures can be located on our website.

MSA Website: <https://www.mdstad.com/doing-business/contract-opportunities>

MSA Contractor Sign Up: <https://www.mdstad.com/doing-business/contractor-sign-up>

eMMA: <https://emma.maryland.gov/>

# Formal Procurements

\$50,000+ at the state level

## Current Opportunities

Project Site | Procurement Officer

### Camden Yards Sports Complex

- IFB – On Call Floor Coating and Repairs (CYSC)| **John Samoryk**
- IFB – On Call Caulking and Expansion Joint Repairs and Replacements (CYSC)| **John Samoryk**
- IFB – On Call Structural Steel Painting Services (CYSC)| **John Samoryk**
- IFB – On Call General Trades Services (CYSC)| **John Samoryk**
- IFB – On Call Landscaping, Grounds, Irrigations and Snow Removal Services (CYSC)| **John Samoryk**
- IFB – On Call Welding and Fabrication Services(CYSC)| **John Samoryk**
- IFB – On Call Furniture and Millwork Repairs (CYSC)| **John Samoryk**
- IFB – High Rise Window and Glass Cleaning and Ancillary (CYSC)| **John Samoryk**
- IFB – Access Control System Maintenance and Repair Services (CYSC)| **John Samoryk**
- IFB – Dock Extension (M&T)| **John Samoryk**
- RFP – Energy Procurement and Consulting (CYSC)| **John Samoryk**
- RFP – Human Resource Timekeeping Software (HR)| **John Samoryk**

# Formal Procurements

\$50,000+ at the state level

## Current Opportunities

*continued*

Project Site | Procurement Officer

### Capital Project Development Group

- RFP – Facility Assessments for Minor League Stadiums (HB897 ) | **Yai Waite**
- RFP – Design – Build Services (Civic Plaza) | **Yai Waite**
- RFP(s) – A/E Services (Indoor Fieldhouse) | **Yai Waite**
- RFP (s)– A/E Services (Master Planning for Morgan Boulevard Campus) | **Yai Waite**
- **M&T Bank Stadium** - <https://mdstad.com/projects/renovation-projects-mt-bank-stadium>
- RFP – Renovation Projects at M&T Bank Stadium– Prequalified A/E – subcontracting opportunities | **Yai Waite**
- RFP – Renovation Projects at M&T Bank Stadium– Prequalified CM – subcontracting opportunities | **Yai Waite**

# Formal Procurements

\$50,000+ at the state level

## Current Opportunities

*continued*

Project Site | Procurement Officer

### PROJECT C.O.R.E.

- RFP – Demolition & Abatement Service (Various Locations) | **Yai Waite**

### 21<sup>st</sup> Century Schools

- Subcontracting Opportunities by Construction Managers – Summer 2023 | **Yai Waite**



# MSA Procurement Contacts

## MSA Administration

John Samoryk  
Vice President, Procurement  
410-223-4147  
[jsamoryk@mdstad.com](mailto:jsamoryk@mdstad.com)

## Capital Projects Development Group

Yai Waite  
Associate Vice President, Procurement  
410-223-4103  
[ywaite@mdstad.com](mailto:ywaite@mdstad.com)

**TWITTER: [@MDSTADIUMAUTH](https://twitter.com/MDSTADIUMAUTH)**

**LINKEDIN: [MARYLAND STADIUM AUTHORITY](https://www.linkedin.com/company/maryland-stadium-authority)**

**March 15, 2023**



## **MBE/SBR/VSBE Liaisons**

### **MBE/SBR/VSBE Liaisons**

Dirk Griffin  
Chief Procurement Officer  
410-379-9073  
Dirk.Griffin@Maryland.gov

### **Procurement Officer**

Chris Connell  
Procurement Officer I  
410-379-9411  
Christopher.Connell@Maryland.gov

**March 15, 2023**

# Formal Procurements

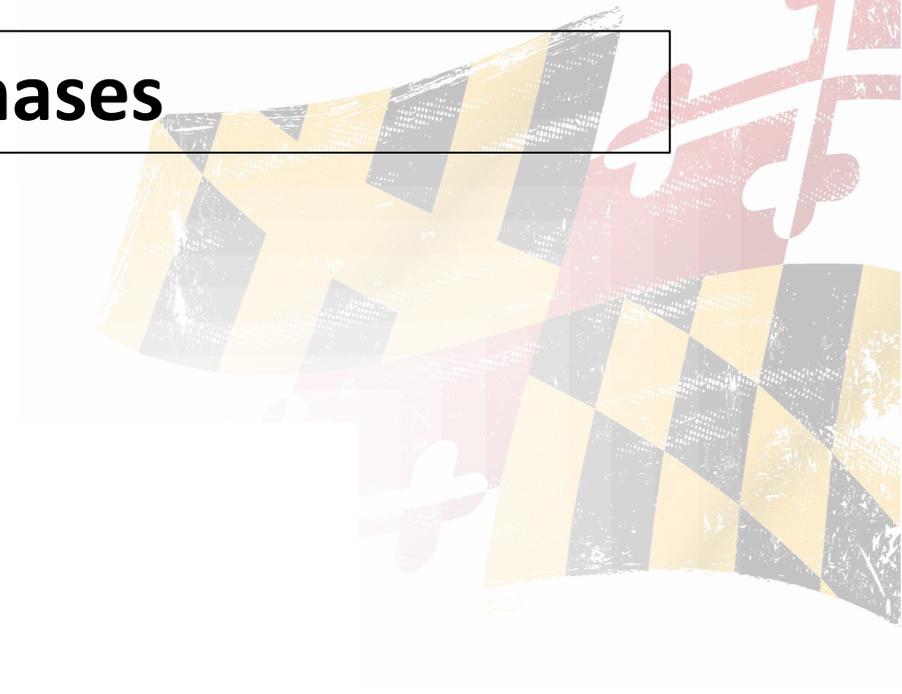
\$50,000+ at the state level

## Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
TBD	Chris Connell	Dive Team Boat	N/A	TBD
TBD	Errica Mitchener	Thermofisher RAPID Hit Instrument	N/A	TBD
TBD	Michele Helms	LiveScan	N/A	TBD

# Standard & Pipeline Purchases

- Laboratory Supplies
  - Flares
  - Helicopter Parts
- Radio Parts/Repairs
- Pest Control Services
- Janitorial Services
- Grounds Keeping
  - HVAC
- Police Supplies
  - Porta-Pots
- Diving Equipment
  - Flooring
  - Construction
  - Printing
  - Plumbing
- Electrical Work





# Procurement Contacts

## PROCUREMENT AND BUSINESS SERVICES

**Anthony Harmon**

Office of Business Inclusion & Supplier Diversity

301 405-6055

[aharmon4@umd.edu](mailto:aharmon4@umd.edu)

## Send Capabilities Statement to:

**Roland Jones**

Director Strategic Sourcing

[rjones38@umd.edu](mailto:rjones38@umd.edu)

301-405-3372

**Rex N. Fitch, CPCM**

Director Construction and Facilities

[rnfitch@umd.edu](mailto:rnfitch@umd.edu)

301-405-5818

**March 15, 2023**

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# Formal Procurements

\$50,000+ at the state level

## Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
BPM035795	Karen Elvidge	Professional Engineering Services	N/A	3/30/2023
BPM036271	Rochandra LOMAX-COOK	Legal Services Title IX and Civil Rights Investigator RFP	N/A	TBA

# Doing Business with University of Maryland College Park



## Procurement Process

- **Delegated to Departments:**
  - Up to \$5K on University Visa Purchasing Cards (Pcards)
  - Up to \$25K on Delegated Procurements.
  - 
  - Purchase Orders (POs) Over \$25K on Vendor Contract Releases.
- **Competitive Solicitation Process:**
  - \$25K-\$200K - Simplified Acquisition two or more informal quotes solicited by procurement (competitive bids).
  - 
  - Over \$200K - Formally advertised on eMaryland Marketplace Advantage (eMMA) using either Request for Purchase (RFP) or Invitation for Bid (IFB).
- **Consortia-Based Procurements:**
  - Utilize existing contracts (state & higher education consortiums).
- **Single/Sole Source Procurements:**
  - \$25K & Above requires sole source justification.
- ❖ **Any of these may be reserved for Small Business Reserve (SBR) only Competition**

*For more information go to the Procurement Website: [www.purchase.umd.edu](http://www.purchase.umd.edu)*

## Small Procurements & Credit Card Purchases

### P-card (\$0 - \$5,000)

- ▣ Promotional Items
- ▣ Banners
- ▣ Bulletin Boards
- ▣ White Boards
- ▣ Trash Receptacles
- ▣ Uniforms &  
Clothing
- ▣ Office Supplies

### Small Non-competitive (\$5,000 - \$25,000)

- Automotive Parts
- Scientific Equipment
- Athletic Equipment
- Laboratory Supplies
- Marketing Materials
- Website Design
- Medical Supplies
- Facilities Supplies

# Unique Things We Buy

## Procurements (>\$25,000)

### Industrial Equipment & Supplies

- Scientific
- Healthcare
- Laboratory
- Testing
- Food Service
- Research
- Animal Care
- Fire Alarm maintenance
- Boiler maintenance

### Facilities Services & Supplies

- Carpet Replacement
- Carpet Cleaning
- Window Washing
- Lawn Maintenance
- Snow Removal
- Facilities Repair
- Duct Cleaning
- Lighting Replacement
- Door Replacement
- Millwork
- Painting
- Moving Services

# Information Technology

## Ways we purchase:

### ➤ Cooperative Contracts

- Maryland Education Enterprise Consortium (MEEC):  
<http://meec-edu.org/>
- Maryland Department of General Services (DGS):  
<http://www.dgs.maryland.gov/>
- Maryland Department of Information Technology (DOIT):  
<http://doit.maryland.gov/>

### ➤ Solicitations

- Over \$200K - eMaryland Marketplace Advantage (eMMA):  
<https://procurement.Maryland.gov>
- Under \$200K – Direct Solicitation  
<https://purchase.umd.edu/>

### ➤ Sole Source

- Where only one supplier is used - & must be justified.

- Department of Planning & Construction:
  - Capital Projects (> \$5 M)
  - Campus Projects (up to \$5 M)
  
- Construction & Facilities Procurement:
  
- Contract/Delivery Methods:
  - Construction Management at Risk (CMAR)
  - Design-Build w/ Guaranteed Maximum Price (GMP)
  - Design-Bid-Build (Bids for Design & Build)

## Architecture & Engineer (A&E) Indefinite Delivery Contract (IDC):

- Indefinite Delivery Contract:
- Full Service A&E
- A&E - Small Business Reserve (SBR):
- Civil & Structural A&E
- Mechanical, Electrical & Plumbing (MEP) Design Services

## On-Call Construction Contracts

Construction Management at Risk (CMAR) – Currently 6 firms.

Design-Build – Currently 5 firms.

General Contractor - Currently 6 firms.



# PANEL DISCUSSION

## PANELISTS

**Joseph Johnson**

State Highway Administration

**Lisa Johnson**

Maryland Stadium Authority

**Janelle Robinson**

Maryland Department of Health

**James “Dirk” Griffin**

Maryland State Police

**Anthony M. Harmon**

University of Maryland – College Park

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## MODERATOR

**Alison Tavik**

Director of Communications & Outreach

[www.gomdsmbiz.maryland.gov](http://www.gomdsmbiz.maryland.gov)

# Keep Learning

- 2 free webinars every month
- No cost to attend
- Register in advance to receive the participation link
- Download the presenter's slide deck
- Access video recordings of all classes on our YouTube playlist

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GOVERNOR'S OFFICE OF  
SMALL, MINORITY & WOMEN  
BUSINESS AFFAIRS  
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**T.I.P.S.** Webinar Series

**Training & Insights for  
Procurement Success**

**#goMDsmallbiz**



# T.I.P.S. Webinar Series

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[goMDsmallbiz.maryland.gov](http://goMDsmallbiz.maryland.gov)

**Tuesday, March 28, 2023**

**10:00 am**

**Strategies for Teaming, Partnering, and  
Subcontracting**

**REGISTER NOW**

**Thursday, March 30, 2023**

**10:00 am**

**Subcontracting in Maryland's  
Minority Business Enterprise (MBE) Program**

## Upcoming Workshops

**April 14, 2023**

10 a.m.

(webinar)

Small Biz Resource Connections:  
Greater Baltimore SCORE

**May 9, 2023**

Time – TBA

(In-person)

Military Small Business Appreciation Day  
@ PGCC

**June 7, 2023**

9:30 a.m.

(In-person)

Ready, Set, GROW!  
Procurement Connections Workshop  
@ MGM National Harbor



# Mining Public Data Techniques



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## Videos & Slide Decks

[eMaryland Marketplace Advantage \(eMMA\)](#)

[Procurement Forecast](#)

[Board of Public Works](#)

[Communicating with Confidence](#)

# VIDEO PLAYLIST

## T.I.P.S. Webinar Series Playlist

The screenshot shows a YouTube playlist interface. On the left is a dark red sidebar with the following text: 'T.I.P.S. Webinar Series - The Governor's Office of Small, Minority & Women Business Affairs', 'StateMaryland', '22 videos 689 views Last updated on Dec 29, 2022', and 'Governor's Coordinating Offices - The Governor's Office of Small, Minority & Women Business Affairs'. Below this are 'Play all' and 'Shuffle' buttons. The main area on the right lists six videos, each with a thumbnail, title, and metadata. The videos are: 1. 'Maryland's Veteran - Owned Small Business Enterprise (VSBE) Program - November 17 2022' (1:52:09, 32 views, 2 months ago); 2. 'Crafting A Compelling Capability Statement - November 15, 2022' (1:59:07, 19 views, 2 months ago); 3. 'MBE Contractors' and Subcontractors' Rights & Responsibilities - October 27 2022' (1:47:12, 12 views, 2 months ago); 4. 'Navigating eMaryland Marketplace Advantage (eMMA) - October 25 2022' (1:38:18, 32 views, 3 months ago); 5. 'State Procurement 101 - September 29 2022' (1:47:20, 19 views, 3 months ago); 6. 'Strategies For Business Networking - September 27 2022' (1:56:59, 16 views, 3 months ago).

**T.I.P.S. Webinar Series - The Governor's Office of Small, Minority & Women Business Affairs**

StateMaryland  
22 videos 689 views Last updated on Dec 29, 2022

Play all Shuffle

Governor's Coordinating Offices - The Governor's Office of Small, Minority & Women Business Affairs

- Maryland's Veteran - Owned Small Business Enterprise (VSBE) Program - November 17 2022**  
StateMaryland • 32 views • 2 months ago
- Crafting A Compelling Capability Statement - November 15, 2022**  
StateMaryland • 19 views • 2 months ago
- MBE Contractors' and Subcontractors' Rights & Responsibilities - October 27 2022**  
StateMaryland • 12 views • 2 months ago
- Navigating eMaryland Marketplace Advantage (eMMA) - October 25 2022**  
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StateMaryland • 16 views • 3 months ago

<https://www.youtube.com/playlist?list=PLlgoHh4Po1J0W63akD6aGAU8JmT0qzOrX>

# Partners

Maryland Procurement Technical Assistance Center (PTAC)  
<https://www.mdptac.org/>

Greater Baltimore SCORE  
<https://greaterbaltimore.score.org/>

Maryland Women's Business Center (MWBC)  
<https://marylandwbc.org/>

Baltimore-Metro Women's Business Center (Balt-Metro WBC)  
<https://www.baltmetrowbc.org/>

Maryland Small Business Development Center (SBDC)  
<https://www.marylandsbdc.org/>

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# Resources

Governor's Office of Small, Minority & Women Business Affairs  
<https://gomdsmallbiz.maryland.gov/Pages/default.aspx>

Maryland's Office of Minority Business Enterprise (OMBE)  
<https://www.mdot.maryland.gov/tso/pages/Index.aspx?PagelD=90>

Maryland Department of Commerce  
Maryland Financial Incentives for Business  
<https://commerce.knack.com/maryland-funding-incentives>

Maryland Entrepreneur HUB  
<https://marylandentrepreneurhub.com/>

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## To register to receive:

- T.I.P.S. Webinar Series announcements
- Notices of upcoming workshops
- Our monthly bulletin

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choosing**

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